



## OpenText Establishes New US Public Sector Group

April 13, 2020

*Karen Terrell appointed President of OpenText US Public Sector*

WATERLOO, Ontario, April 13, 2020 /PRNewswire/ -- [OpenText™](#) (NASDAQ: OTEX, TSX: OTEX) announced the establishment of a new OpenText US Public Sector group within the organization. This group brings together selling teams across the product portfolio into one operational business unit, which will be led by industry veteran Karen Terrell, who joins OpenText as President of OpenText US Public Sector.



Before joining OpenText, Ms. Terrell served as the President of Adobe Systems Federal, LLC and corporate Vice President of Public Sector Adobe Incorporated, where she was responsible for the Civilian, Defense, National Security and State and Local segments, as well as the professional services portfolio. While at Adobe, she drove double-digit software growth, and was instrumental in making the digital cloud solutions portfolio the fastest growing solution for Public Sector Adobe. She also has a deep understanding of the US public sector and strong operational experience in leading teams and growing revenue.

"Karen Terrell is a world-class leader and the ideal choice to lead OpenText's expanded approach to the US public sector," said Mark J. Barrenechea, OpenText CEO & CTO "This new structure and investment will allow us to better support customers across the US public sector in delivering their critical mandates."

As US public sector relationships are centralized into this organization, it will provide deeper support to customers such as US federal agencies, civilian agencies, national labs, state and local governments, higher education, law enforcement agencies and federal contractors.

"OpenText has industry-leading Information Management solutions that are tailored to mission-based organizations," said Ms. Terrell, "There is a huge opportunity to bring these solutions to all levels of the US public sector, helping them to respond to the current moment by increasing digitization, strengthening their ability to work remotely, and providing critical services to citizens."

Ms. Terrell will be responsible for all US federal, state and local business. Based in Virginia, she will report directly to Simon "Ted" Harrison, EVP Worldwide Sales.

### **About OpenText**

OpenText, The Information Company™, enables organizations to gain insight through market leading information management solutions, on premises or in the cloud. For more information about OpenText (NASDAQ: OTEX, TSX: OTEX) visit [opentext.com](https://www.opentext.com).

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